


All Speaker Bio’s to be coming soon! Please check back later!

	<div> <div> James W. Cherry Director, Business Development Techshot, Inc. </div> <div> <p>James Cherry is a graduate of Southern Illinois University, holding a Bachelor of Science degree in Industrial Engineering Technology. He has over 20 years of engineering and management experience. He is a long-standing member of the Institute of Industrial Engineers (IIE) and the American Society for Quality (ASQ).</p> <p>Early in his career, Mr. Cherry served as a Captain in the United States Air Force heading up a Management and Industrial Engineering Group, which was responsible for wartime and peacetime resource assessment and allocation for over 200 distinct functional work areas and departments within the United States Air Force and, in some cases, throughout the Department of Defense. This also included the identification of potential work centers for conversion from non-essential military to contractor management via the A-76 Commercialization Program. His group developed the government's assessment for operation of those targeted work centers in terms of efficiency, performance, budget, and resources, both in regard to personnel and equipment, as necessary to meet mission requirements.</p> <p>Prior to joining Techshot, Mr. Cherry held the position of Vice-President of Quality for the General Railway Signal Corporation - SASIB (GRS-SASIB), a 1000-employee world-wide rail communications equipment company based in Rochester, New York. In this capacity, he directed the day-to-day activities of a multitude of management, engineering and inspection personnel in the three separate corporate divisions of Product Development, Manufacturing, and Systems Integration, while spearheading the company-wide restructuring/right-sizing program to improve customer service, product reliability and overall efficiency of operation.</p> <p>Upon joining Techshot in 1998, Mr. Cherry assumed the role of company Safety, Reliability, Maintainability and Quality Assurance (SRMQA) Manager. Under his direction, the Techshot overall corporate structure and management system were successfully re-organized and focused to meet the ISO-9001 objectives as certified by DCM and most importantly, tailored to achieve optimal efficiency expected by NASA. These critical actions meshed with classic SRM&QA activities were key to the successful award, development and subsequent release and launch of several complex, high-dollar systems designed specifically for the Space Shuttle and International Space Station programs.</p> <p>Capitalizing on Jim's unique blend of experience and expertise, in 2003 he assumed the role of Director, Business Development for Techshot specializing in a new area of interest – to secure next generation product or solutions-based opportunities specifically within the federal government. Of the total company contracts received in the past 6 years, he personally spearheaded the successful capture and management of over 45 government and commercial solutions-based contracts with over 20 of those contracts related to the federal SBIR program with three follow-on BAA contracts for phase III product commercialization. Techshot currently has 7 of his projects with the U.S. Army, Navy, USAF, MARCOR, DARPA and NOAA in work, queued up and targeted for transition from prototype to production over the coarse of the next three years. Within the confines of his role as Director, Mr. Cherry oversees the Techshot Product Transition Program (PTP) designed to ensure a cost effective and profitable, production-oriented final product is achieved within the limitations of the SBIR program.</p> </div> </div>
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Charles Cleland

Program Director
United States Department of Agriculture



Charles Cleland received his B.A. from Wabash College in 1961, and a Ph.D. in Plant Physiology from Stanford University in 1966. He spent two years at Michigan State University (1966-68) as a postdoctoral research fellow studying the relationship between gibberellins and flowering. He continued his research on the physiology and biochemistry of flowering as an Assistant Professor of Biology at Harvard University (1968-74), Visiting Assistant Professor of Botany at the University of North Carolina-Chapel Hill (1974-75), and Plant Physiologist at the Smithsonian Institution Environmental Research Center (1975-87). During this period, he authored over 30 scientific publications. Dr. Cleland joined the USDA as Director of the SBIR program in May of 1987 and continues in this position today. In 1998 he received a National Tibbetts Award in recognition of his contributions to the SBIR program.

JOHN W. DEMENT

Office of Research and Technology Applications
Technology Engagement Office
Crane Division, NSWC Crane



Mr. John Dement is the Office of Research and Technology Applications (ORTA) at Crane Division, Naval Surface Warfare Center (NSWC Crane). The ORTA position was established by US law 15 USC 3710 Utilization of Federal Technology to ensure the full use of the results of the Nation's Federal investments in research and development. To this end, Mr. Dement strives to transfer federally owned or originated technology to State and local governments and to the private sector. Mr. Dement was elected to the Federal Laboratory Consortium's Executive Board earlier this year. The FLC is the nationwide network of federal laboratories that provides the forum to develop Technology Transfer strategies and opportunities for linking laboratory mission technologies and expertise with the marketplace. In addition to being the ORTA, Mr. Dement is part of the Technology Engagement Office whose mission is to provide a framework of proactive support to establish technology based business partnerships.

Mr. Dement has worked at NSWC Crane since 1990. He began his career with the Navy as an engineer working on submarine towed array handling equipment. This role grew into management and culminating with a year long assignment in 1996 as the Systems Engineer for Towed Array Handlers in the Program Office, Washington, DC. Shortly upon return to Washington, IN, Mr. Dement was selected in 1997 to be the Science Advisor to the Pacific Fleet's Maintenance Officer. This was a one year assignment in Pearl Harbor, Hawaii where he was awarded the Navy's Meritorious Civilian Service Award for technology transition to the Fleet. Between 2001 and 2006, Mr. Dement established NSWC Crane's Technology Engagement Office (TEO) whose mission is to proactively and innovatively create technology based business partnerships with industry and academia that bolsters NSWC Crane's mission to support the warfighter. The TEO manages and administers science and technology (S&T) development and transition funding programs (i.e. SBIR, Broad Agency Announcements) and university and industry engagement. In 2006, the TEO assumed the ORTA and other Technology Transfer roles including the Patent and Work With Private Party programs. Before coming to work for the Navy, Mr. Dement worked as a structural engineer on the F-15E for McDonnell Douglas.

Mr. Dement has a BS in Civil Engineering from the University of Evansville (1988) and a Masters in Public Administration from Indiana University (2000). He is also DAWIA certified Level III in Systems, Planning, Research, and Development and Level III in Science and Technology.

Mr. Dement is married to his wife Gina of 16 years and has two daughters, Madeline 14 and Isabelle 9.



Joe Gaines

Chief Technology Officer for
Crane Division, Naval Surface Warfare Center

He is responsible for the division's overall future technology strategy and implementation. The Office of the Chief Technologist oversees the Crane PhD Program, Intellectual Property, and a variety of Science and Technology/Research and Development partnerships and initiatives. He serves on the Warfare Center Science & Technology Advisory Board.

From 2004-2006, Mr. Gaines served as the Office of Naval Research (ONR) Science Advisor to the Naval Supply Systems Command (NAVSUP). In this capacity, he was the senior representative of the Commander, Rear Admiral Daniel H. Stone, for all Science and Technology (S&T) issues. NAVSUP is a \$10 Billion enterprise with 23,000 employees. As Command Science Advisor, Mr. Gaines was also responsible for the Navy Logistics Productivity Program (a chartered Navy Logistics Research & Development program) and the NAVSUP Small Business Innovation Research (SBIR) program. As the Science Advisor Mr. Gaines was the command's representative to the Navy's Technical Authority Board and Systems Engineering Steering Group.

Mr. Gaines prior experience includes Senior Research and Development Engineer at Northrop Corporation, Warfare Systems Engineer for Naval Sea Systems Command, Division Manager for the Fleet Maintenance and Engineering Division, NSWC Crane, and served as the first Chief Diversity Officer for Crane Division.

Mr. Gaines holds Bachelor Science in Electrical Engineering from Rose-Hulman Institute of Technology, a Master of Fine Arts from Brandeis University and a Master of Public Affairs from Indiana University. Mr. Gaines is a member of American Society of Naval Engineers (ASNE), the Federal Manager's Association (FMA) and is a member of the Acquisition Professional Community, SHPE and FEW. Along with his son Taylor, he is an avid cyclist and downhill skier. He has twice completed "Ride the Rockies" bicycle tour, reputed to be one of the most difficult organized rides in the United States; covering 500 miles and 35,000 feet of climbing through the Colorado Rockies in a week.





Jim Greenwood

Greenwood Consulting Group, Inc.



Jim Greenwood, along with his wife and business partner Gail, have been active in SBIR since the program's inception, making firms aware of SBIR and its opportunities, and teaching them how to write competitive technical and cost proposals for SBIR funding. They created an SBIR/STTR outreach program in New Mexico that included SBIR/STTR libraries at all of the Small Business Development Centers, and trained manufacturing extension agents in how to identify candidates for SBIR funding. They distributed nationally a newsletter that described recently released SBIR and STTR solicitations and events of interest to SBIR/STTR competitors. They have critiqued hundreds of SBIR and STTR proposals for firms throughout the United States. The Greenwoods have presented SBIR/STTR workshops in approximately 48 states to thousands of persons. An evaluation of the effectiveness of their training showed that over 90 percent of the respondents indicated that the workshops had improved their ability to compete for SBIR and STTR awards. Sponsors of these workshops include Federal Laboratories, Universities and Colleges, State economic development agencies, and Small Business Development Centers.

The directory that they developed of New Mexico firms winning SBIR and STTR awards earned them the Tech/Cellence Award from Project SBIR West. They are recipients of the prestigious Tibbetts Award from the U.S. Small Business Administration for their contributions in SBIR counseling and training. They also have been acknowledged by the Federal Laboratory Consortium for Tech Transfer, Los Alamos and Sandia National Laboratories, and Project SBIR West for their contributions to the SBIR and STTR programs. Their "SBIR/STTR Matrix," which summarizes agency differences in these two programs, has received acclaim from proposers, service providers, and agencies alike.

Gail Greenwood served as a statewide coordinator and board member on the Project SBIR West Regional Council. Jim is an SBIR/STTR Phase I and II commercialization reviewer for the National Science Foundation. The Greenwoods have served as reviewers for the Army's Quality Awards that recognize the Phase II projects with greatest commercialization/transition potential. Their Phase I and Phase II proposal preparation workshops have been offered at most National SBIR Conferences since 1999.

In addition to their expertise in the SBIR and STTR programs, the Greenwoods are nationally recognized for their work in small business incubators. They helped develop and then managed for 11 years the Los Alamos Small Business Center, one of the first incubators in the southwestern United States. Jim served on the board of directors of the National Business Incubation Association, and he is a frequent presenter at NBIA's annual conferences and Fall Training Institutes for incubator developers and managers.

Ms. Susan Nichols

Small Business Program Director



Defense Advanced Research Projects Agency (DARPA)



Ms. Susan Nichols began her 20-year career with the Federal government at the US Army Corps of Engineers, where she started out as a secretary and worked her way into the Comptroller career program as a Department of the Army (DA) Intern. After graduating from the DA Intern program, she held various management and budget analysis positions before moving into program analysis where she was introduced to the Small Business Innovation Research (SBIR) Program. From 2004-2008, she served as the Army SBIR Program Manager at the US Army Materiel Command. Today, she is serving as the Small Business Program Director at DARPA.

Ms. Nichols has a Bachelor of Science degree in Management/Computer Information Systems from Park University.



	<p>Kris Parmelee, President Parmelee Consulting</p> <p>As founder and president of Parmelee Consulting, Kris is responsible for formulating and delivering project management and fund raising strategies tailored to meet the needs of nonprofit organizations and small business.</p> <p>Kris founded the company in 2000 and built the successful organization based on drive, determination and knowledge. Since founding the company, Parmelee and her team have authored over \$15 million in grant requests for a wide range of nonprofits and small businesses. Offering strong expertise in grant strategy and proposal development, Kris has worked with a large number of human service, arts, community development, educational institutions as well as dozens of small businesses as they strive to move innovative technology from concept to the marketplace.</p> <p>Kris earned a Bachelor of Science degree in Public Affairs from Indiana University's School of Public and Environmental Affairs. Past clients include Indiana University's Emerging Technologies Center, managed and operated by Indiana University Research and Technology Corporation and efforts with the Indiana Economic Development Corporation's office of SBIR Support.</p>
	<p>Jonathan Schalliol VP, Business Development & CFO Information In Place</p> <p>Jonathan is the VP, Business Development & CFO of Bloomington, Indiana-based Information in Place, Inc. (IPI). Jonathan is responsible for ensuring accounting requirements are met on the company's contracts and works with IPI's development team to create its Web-based job costing and project management system, IPI Nexus. Jonathan principally is interested in creating new solutions to enhance effectiveness and efficiency of operations using innovative technology, including sophisticated back-end software, wearable computing, and augmented reality. While IPI has a substantial military and government client base, Jonathan focuses much of his business development efforts towards corporate training and performance enhancement solutions. Recently Jonathan helped IPI acquire WisdomTools, Inc., a venture-backed learning services company supporting Fortune 500 clients.</p> <p>Jonathan helped found Information in Place in the late 1990's before moving to Silicon Valley, to work with Merrill Lynch's Technology Investment Banking Group. While at Merrill Lynch, he worked toward securing innovative financing solutions and executing mergers & acquisitions for technology companies, such as Agere Systems, CSC, Computer Associates, eBay, Seagate, and others, in the hundred million to billion-dollar range. As the .com boom slowed, Jonathan left Merrill to return to Information in Place. Jonathan has additionally worked for Apple, Ernst & Young and Eli Lilly. Jonathan is a board member and First Vice President of the Automotive Training Managers Council, a professional organization for training executives working with the automotive industry, and is a member of the Bloomington Economic Development Corporation's Retention and Expansion Committee.</p>
	<p>Matt Schantz Bingham McHale</p> <p>Matt Schantz serves a variety of small, medium and large clients, working as a strategic advisor to create and implement intellectual property strategy to make the most out of the things that make their businesses unique. Considering offensive and defensive issues in patent, trademark, copyright and trade secret law, he has served private- and public-sector clients in the electrical, electromechanical, night vision, semiconductor, software, mail processing and electromagnetic technology areas, and also in the furniture and automotive industries. Matt routinely handles a wide range of intellectual property matters, including patent and trademark applications, and manages and coordinates clients' international intellectual property portfolios. He is admitted to practice as a patent attorney before the United States Patent and Trademark Office.</p> <p><u>Education</u></p>



- Purdue University: B.S.E.E., Electrical Engineering; B.S., Math; both with highest distinction, 1991
- University of Chicago Law School: J.D., 1995

Bar Admissions

- Indiana, 1995
- U.S. District Court, Northern District of Indiana, 1995
- U.S. District Court, Southern District of Indiana, 1995
- U.S. Patent and Trademark Office, 1996

Legal and Professional Organizations

- Indiana State Bar Association
- Indianapolis Bar Association
- American Intellectual Property Law Association
- IEEE, 2006-present
- Association for Computing Machinery (ACM), 2006-present

Civic Organizations

- Co-Division Leader, Church at the Crossing's God Made Me Ministry, 2002-present
- Small Group Leader, Oak Trace Elementary School, 2005-present
- Coach, Westfield Youth Soccer Association, 2006

Seminars

- IASTED LAWTECH 2006, "Interpretation of U.S. Software Patents and Patent Applications," 2006
- National Science Foundation (NSF), SBIR Phase II Review Panel, 2007
- IEDC/IUETC SBIR Training Series, "SBIR Intellectual Property," 2007
- Entrepreneurship Seminar, Purdue University, "Basics of IP," 2008, 2009



David M. Shelby

Vice President Finance and Business Operations
ICX Analytics, (Griffin Analytical Technologies, LLC)

David consulted with Griffin and other Purdue Research Park startups before the company grew to needing a full time CFO in 2003. From 2003 to present David has driven Griffin's proposal costing, negotiations, and DCAA compliance for contracting, including SBIR Phases I, II, II+, and Phase III's, along with non-SBIR transactions with the federal government. He is seasoned with the issues of innovative product commercialization, GAAP and project accounting, and understands the opportunities and complexities of the SBIR program. David's efforts assisted Griffin attain the national, SBIR High-Tech Tibbits Award in 2006.

Prior to his consulting work with emerging companies in the Purdue Research Park, David spent twelve years in commercial finance and six years in commodities procurement, including positions in business development, trust, and commercial lending. He has consulted in Poland, Canada, and Brazil.

David received a B.S. (Agricultural Economics) from Purdue University and holds an MBA from Indiana Wesleyan University with an Outstanding Professional Award distinction.

Rick Shindell

President
Zyn Systems

Rick Shindell, president of Zyn Systems, is a long time SBIR advocate supporting small businesses, federal agencies, state outreach organizations, intermediaries and advocacy groups.

Rick is perhaps best known for his hard hitting "SBIR Insider" newsletter which provides the SBIR community with news and critical information about the SBIR program, proposed legislation, successes, failures and controversies. The SBIR Insider is read by thousands including small businesses, state intermediaries and providers, federal program managers, and many congressional staffers.



Rick also created and manages Zyn's SBIR Gateway (www.zyn.com/sbir), a cross-agency SBIR/STTR information web site serving over 5,000 users daily, who perform more than 45,000 SBIR topic searches per month across all agencies open SBIR/STTR topics.

Rick has been a consultant and proposal reviewer to many agencies and organizations such as the SBA for their Federal & State Technology Partnership (FAST) and Rural Outreach (ROP) programs, EPA's environmental outreach, National Technology Transfer Center (NTTC), NIST, Navy, West Virginia High Tech Consortium Foundation and the DoD TechMatch program.

In the federal technology transfer field, Rick manages the support contract for the Federal Laboratory Consortium (FLC) Far West and Mid-Continent regional networks, working with over 100 of the nation's premier federal laboratories.

Rick was honored in 2006 with an SBIR Tibbetts Award for outstanding contributions to the SBIR program.



Mr. George Vermont

Small Business Program Manager
National Science Foundation

Mr. Vermont received his Ph.D. in organic chemistry from New York University and began his industrial career at the DuPont Experimental Station in 1962 as a Research Chemist and later as a Research Manager. He moved to Mallinckrodt Chemical in 1967 where he rose from Research Manager to Research Director of the Drug Chemicals Division. His expertise is in the areas of drug synthesis and scale-up, industrial finishes, small company acquisitions, and biochemicals. After retirement from Mallinckrodt in 1994, he worked for President Clinton's Science Advisor at the White House Office of Science and Technology Policy and then moved to the National Science Foundation where he became Director of the Bioengineering Division. After his "second retirement", he continues on a part-time basis as a Program Manager for the NSF-SBIR Program. He has been involved recently in a 1000 company study of SBIR success metrics as well as running proposal evaluation panels in the Materials and Biotech areas.



Eric Walters

Vice President
PC Krause and Associates, Inc.

Dr. Walters received his Ph. D. degree in Electrical and Computer Engineering from Purdue University in 1999. He is currently Vice President of PC Krause Associates, Inc. and conducts and manages research in integrated power and propulsion systems through advanced modeling, simulation and analysis techniques. He has authored or co-authored over 50 papers in the area of electrical simulation and modeling.



Herschel Workman

CPA, Chief Executive Officer
PartTec, Ltd

Mr. Workman has played a key role in the growth of PartTec since its formation in 2002. As CEO, his role includes focusing resources toward meeting the Company's purpose while establishing the Company in the areas of Scientific Research and in High Precision Manufacturing of Sensors, Instruments and Shielding. His background as a CPA has allowed him to establish the Company's Accounting System which has passed multiple DCAA audits.

A graduate of the University of Kentucky, Mr. Workman gained experience and small business start-up expertise while working as an Auditor and Management Systems Adviser for a Regional Certified Public Accounting firm in Lexington, Kentucky. Turning from Public Accounting to Corporate Finance and Accounting, he developed accounting and financial policy and procedure for many small businesses throughout Central Kentucky and Indiana, specializing in the design and implementation of computerized, integrated accounting systems.

He has led PartTec through many SBIR/STTR proposals, and has seen it receive five Phase I Awards and two Phase II awards. In addition, he's helped the Company benefit from several Commercial contracts, including a multi-year contract to build and deliver high precision neutron detectors to the U.S. Department of Energy's Oak Ridge National Laboratory, which was also a direct result of the Company's Scientific Research.